Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 RIYADH 00353 091133Z
ACTION EB-08

INFO OCT-01 NEA-11 ISO-00 SP-02 ICA-20 AID-05 NSC-05
TRSE-00 SS-15 STR-07 OMB-01 CEA-01 CIAE-00 FRB-01
INR-10 NSAE-00 XMB-04 OPIC-06 LAB-04 SIL-01 /102 W
----------049853 091210Z /53
R 091042Z MAY 78
FM USLO RIYADH
TO SECSTATE WASHDC 472
USDOC WASH DC
INFO AMEMBASSY JIDDA
AMCONSUL DHAHRAN

UNCLAS RIYADH 353

EO 11652: N/A
TAGS: BEXP, SA
SUBJECT: POSSIBLE SAUDI BUYING MISSION TO U.S.

REF STATE 111528

1. USLO OFFICER DISCUSSED WITH DEPUTY COMMERCE MINISTER HAMDA IHIS SUGGESTION FOR SAUDI BUYING MISSION TO THE U.S. BEFORE HE DPARTED TO THE FAR EAST LEADING A DELEGATION OF SAUDI BUSINESSMEN ON THE SAME SORT OF MISSION HE ADVOCATES FOR THE U.S. HE APPEARS TO BE VERY SERIOUS ABOUT THE PROPOSAL. HAMDAN IS CONCERNED THAT THE THIRTY PERCENT DEVALUATION OF THE DOLLAR AGAINST THE D-MARK AND YEN HAS RESULTED IN BARGAINS IN THE U.S. THAT SAUDI FIRMS ARE NOT EXPLOITING. HE ALSO FEELS THAT CONTACTS MADE ON TRADE MISSIONS IN SAUDI ARABIA TEND TO BE TOO FLEETING AND HARRIED TO ACQUAINT SAUDI BUSINESSMEN WITH THE MERITS OF U.S. PRODUCTS. SAUDI BUSINESSMEN ARE OFTEN DISTRACTED BY THE DAY-TO-DAY DEMANDS OF RUNNING THEIR BUSINESSES AND RECEIVING VISITORS. SOME-TIMES TRADE MISSION MEMBERS DO NOT EVEN GET TO SEE THE PRINCIPALS AND HAVE TO SETTLE FOR SECOND LEVEL PEOPLE.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 RIYADH 00353 091133Z

2. HAMDAN BELIEVES THAT TAKING SAUDI BUSINESSMEN OUT OF COUNTRY IS THE BEST WAY TO GET THEIR UNDIVIDED ATTENTION. AS HE SAYS, QUOTE, IN THE U.S. THEY ARE COMPLETELY AT YOUR DISPOSAL. UNQUOTE. HE PARTICULARLY RECOMMENDS FACTORY VISITS TO GIVE SAUDIS THE IN-DEPTH PRODUCT KNOWLEDGE THEY NEED TO MORE INTELLIGENTLY JUDGE QUALITY. FOR THIS REASON WE BELIEVE HE WOULD PREFER SPECIALIZED

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

MISSIONS.

4. THE DEPUTY MINISTER HAS NOT YET SELECTED PRODUCT LINES FOR SUCH A PROGRAM AND POST BELIEVES THAT HE WOULD WELCOME CHANCE TO WORK WITH EMBASSY TO TARGET AREAS THAT WOULD COMPLEMENT U.S. COMMERCIAL PROGRAM IN SAUDI ARABIA. USLO BELIEVES THAT ENTHUSIASTIC SUPPORT OF DEPUTY MINISTER WILL OVERCOME PROBLEMS WHICH DHAHRAN HAS ENCOUTERED WITH PROVINCIAL CHAMBER OF COMMERC. POST WILL PURSUE MATTER WITH HAMDAN ON HIS RETURN.
GNEHM

UNCLASSIFIED

NNN

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978RIYADH00353
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780196-0208
Format: TEL
From: RIYADH
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780578/aaaacors.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d311b1a1-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 111528
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2748031
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE SAUDI BUYING MISSION TO U.S.
TAGS: BEXP, SA
To: STATE COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/d311b1a1-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014